

## Message Text

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ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 FAA-00 SS-15 NSC-05 L-02 PA-01

USIA-06 PRS-01 SP-02 /055 W

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P 302232Z APR 75

FM AMEMBASSY LIMA

TO SECSTATE WASHDC PRIORITY 4963

C O N F I D E N T I A L LIMA 3566

E.O. 11652:GDS

TAGS: EAIR, PE

SUBJECT: CIVAIR - DISPUTE WITH PERU - RANDOM PERUVIAN OBSER-  
VATIONS

REF: LIMA 3511

1. DURING COURSE OF PAST TWO DAYS, WE HAVE HEARD COMMENTS FROM SEVERAL PERUVIAN SOURCES. IN ESSENCE, WHILE FOREIGN MINISTRY OFFICIALS CONTINUE TO STRESS DESIRE TO AVOID CONFRONTATION, COMMENTS FROM OTHER SOURCES HAVE BEEN LESS ENCOURAGING. FOREIGN MINISTER HAS REQUESTED AMBASSADOR TO COME TO MINISTRY AFTERNOON MAY 2 AND WILL PROBABLY RAISE SUBJECT AT THAT TIME.

2. AMBASSADOR HAD OPPORTUNITY DISCUSS CIVAIR IMPASSE WITH MARCHAND EVENING APRIL 29. MARCHAND ASSURED AMBASSADOR HE IS KEEPING HIMSELF FULLY INFORMED ON SUBJECT ON DAILY BASIS AND THAT SOLARI REPORTS DIRECTLY TO HIM. MARCHAND ADDED THAT MINISTRY IS CONCERNED BY PROBLEM AND IS WORKING ON SOLUTION. AMBASSADOR RESPONDED THAT HE HAD GAINED IMPRESSION THAT FOREIGN MINISTER HIMSELF IS DETERMINED NOT TO GIVE. MARCHAND DID NOT RESPOND DIRECTLY, BUT NOTED THAT PRINCIPAL PROBLEM HAS BEEN THAT NEGOTIATORS HAVE THEIR INSTRUCTIONS AND MUST WORK  
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WITHIN CERTAIN PARAMETERS WHICH THEY CANNOT EXCEED;

PRESENT TASK OF MINISTRY IS TO TRY TO ENLARGE THESE PARAMETERS. TALKS CANNOT BE REGARDED AS HAVING ENDED AND MINISTRY IS WORKING ON PROPOSAL WHICH WILL AVOID CONFRONTATION. AMBASSADOR NOTED THAT THIS IS TO THE GOOD, BUT THAT THERE IS ALSO A NEED FOR COMMUNICATION BETWEEN THE TWO SIDES. IN ABSENCE OF COMMUNICATION, THERE CAN BE NO PROGRESS. AS CONVERSATION ENDED, AMBASSADOR ASKED MARCHAND SIGNIFICANCE OF UNSIGNED FOREIGN MINISTRY "MEMORANDA", THE LATEST OF WHICH HE HAD JUST RECEIVED THE DAY BEFORE (REFTEL). MARCHAND REACTED WITH SURPRISE, SAID HE NEVER HAD SEEN ANY SUCH MEMORANDA, AND ASKED AMBASSADOR TO SEND HIM COPIES. (NOTE: SOLARI SUBSEQUENTLY TELEPHONED AMBASSADOR TO SAY THAT MEMORANDA WERE WRITTEN BY HIM AND CLEARED WITH FOREIGN MINISTER DE LA FLOR. SOLARI SAID HE HAD NOT SHOWN THEM TO MARCHAND.)

3. AMBASSADOR ALSO HAD OPPORTUNITY TALK BRIEFLY WITH WELL-PLACED AIR FORCE GENERAL ON APRIL 30. GENERAL SAID HE HAD TALKED TO SOTOABOUT GREATER FLEXIBILITY ON PART AEROPERU. SOTO HAD REPLIED THAT THIS "UP TO MINISTERS" BUT THAT IF BRANIFF WERE GRANTED ONE MORE FLIGHT TO BUENOS AIRES, HE WOULD RESIGN. GENERAL SAID SOTO HAD CITED POOR ECONOMIC POSITION OF AEROPERU AND COST TO AEROPERU OF COMPETITION WITH BRANIFF ON THIS ROUTE. GENERAL SPECULATED THAT SIMILAR ECONOMIC CONDITIONS UNDERLAY AEROPERU'S OPPOSITION TO CONTINUED BRANIFF SERVICE TO BRAZIL.

4. EMBOFF SPOKE WITH DEL SOLAR OF BRANIFF APRIL 30. DEL SOLAR SAID HE HAD JUST HAD LONG CONVERSATION WITH DGTA BERCKEMEYER. DGTA CONTINUED TOTAKE HARD LINE AND SAID BRANIFF WOULD HAVE TO ACCEPT 24 FLIGHT PROPOSAL. DEL SOLAR ASKED WHAT PERU WOULD EXPECT IN RETURN, TO WHICH DGTA REPLIED NEW YORK. DEL SOLAR SAID BERCKEMEYER QUITE FRANKLY TOLD HIM THAT AEROPERU WANTS BRANIFF EVENTUALLY TO GET OUT OF LATIN AMERICA SOUTH OF LIMA AS AEROPERU EXPANDS SERVICE. BRANIFF WILL BE EXPECTED TO STOP SERVICE TO BRAZIL AFTER MARCH 1, 1976. SIMILARLY, BRANIFF WILL BE EXPECTED TO CUT BACK ON FIFTH FREEDOM TRAFFIC TO POINTS BETWEEN PERU AND U.S. AS AEROPERU BEGINS SERVICE TO NEW POINTS SUCH AS PANAMA. THIS IS REASON  
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DGTA/AEROPERU HAVE INSISTED ON ONE YEARAGREEMENT; THEY WISH TO HAVE FLEXIBILITY TO CHANGE ANY RIGHTS GRANTED BRANIFF AS AEROPERU'S OWN TRAFFIC PATTERN CHANGES AND EXPANDS. BERCKEMEYER CONCLUDED BY REPEATING CHARGE LEVIED AGAINST BRANIFF BY SOTO IN MEETING WITH PRESIDENT VELASCO APRIL 24 TO EFFECT THAT BRANIFF IS ORCHESTRATING PRESS CAMPAIGN AGAINST PERU IN THE U.S. DEL SOLAR SAID HE REACTED STRONGLY TO THIS FALSE CHARGE AND THAT BERCKEMEYER

BACKED DOWN.

5. ALL OF FOREGOING IS CONSISTENT WITH WHAT WE HAVE  
HEARD BEFORE. NO HINT OF FLEXIBILITY HAS YET APPEARED  
IN PERUVIAN POSITION, AND FOREIGN MINISTRY'S PRINCIPAL  
CONCERN APPEARS TO BE TO AVOID CONFRONTATION WITH ONLY  
SECONDARY CONSIDERATION GIVEN TO WAYS TO ACHIEVE COMPRO-  
MISE.  
DEAN

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